

Numerical risk values

Risk = 0	Nil
Risk = 1	Minimum
Risk = 2	Medium
Risk = 3	Maximum

Risk of procurement macro-categories*

<i>TYPE OF GOODS OR SERVICE PURCHASED IN THE ANALYSED MARKET.</i>	<i>ENVIRONMENTAL RISK</i>	<i>SOCIAL RISK</i>	<i>REPUTATION RISK</i>
TLC EQUIPMENT	3	2	1
HW	3	2	1
Network MATERIALS	2	2	2
PERFORMANCE (MO only)	1	3	2
PERFORMANCE (MAT + MO)	2	3	2
SW	1	3	2
ENVIRONMENTAL SERVICES (Waste, ...)	3	2	3
USER TERMINALS (CPE, CORDLESS, CORDED, MOBILE, PC, ...)	3	2	3
Energy/gas	2	0	1
Leases	0	0	0
Services	0	0	0
Other Materials	3	2	2

Geographical Risk

AFRICA	3
Central America	3
North America	0
South America	2
ASIA (excl. JAPAN)	3
Eastern Europe	2
Western Europe	0
Japan	0
ITALY	0
Middle East	3
Oceania	0
Others	3

* The 12 procurement macro-categories include 159 procurement markets